

FAX# 703 528 7880
CREDIT RISK !!
HARRIS REPORT FROM REP NOV5/12 15.46
CHANGES *** WFTV-TV ***

REP. # _____ OFF. # 6556 SALESMAN # _____
BUYER NAME SHELLI HUTTON
SALES PRSN WA- JOE KNAUER

CLASS:	NATL.	LOCAL	REGIONAL
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(ICE)

PRDCT	<u>NELSON FOR SENATE</u>	<u>EST#471</u>	COMMENTS.

DATE NOV5/12 15.46

CITY TAX _____ STATE TAX _____ CO-OF BILLING _____

REP: TO LENA
FR JULIE
OKD M10
PLS CFM, THX 11/5

STA:

***** THIS IS A CASH IN ADVANCE SCHEDULE *****

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS/WK	WEEK INVT	DAYS	TOTL SPTS
AGENCY ADVERTISER CODE = AGENCY PRODUCT CODE =												
AGENCY EST# = 471												
32	S		800P-1100P	30		\$3,300.00	11/3	11/3	0		SAT	0
PROGRAM : COLLEGE FOOTBALL												
62	A		500A-530A	30		\$625.00	11/6	11/6	2		TUE	2
PROGRAM : NEWS ORD COM1 : NO RUNS DUE TO SPORTS RUN OVER. WE CAN OFFER THIS IS A MAKE-GOOD FOR NOV3 ON LINE-32 FOR 1 SPOT/WK THIS IS A MAKE-GOOD FOR NOV3 ON LINE-41 FOR 1 SPOT/WK												

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
63	A		530A-600A	30		\$925.00	11/6	11/6	1		TUE	1
PROGRAM : NEWS												
ORD COM1: NO RUNS DUE TO SPORTS RUN OVER. WE CAN OFFER												
PART OF A MAKEGOOD MADE UP OF LINES 62-65												
64	A		600A-700A	30		\$1,875.00	11/6	11/6	1		TUE	1
PROGRAM : NEWS												
ORD COM1: NO RUNS DUE TO SPORTS RUN OVER. WE CAN OFFER												
PART OF A MAKEGOOD MADE UP OF LINES 62-65												
65	A		700A-900A	30		\$2,000.00	11/6	11/6	1		TUE	1
PROGRAM : NEWS												
ORD COM1: NO RUNS DUE TO SPORTS RUN OVER. WE CAN OFFER												
PART OF A MAKEGOOD MADE UP OF LINES 62-65												
41	S		1200N-700P	30		\$2,750.00	11/3	11/3	0		SAT	0
PROGRAM : COLLEGE FOOTBALL												
STATION MAKEGOOD OFFERS:												
M10 OK'D BUY#32 MISSED: SAT/800P-1100P NOV3 30S \$3,300.00 (NOV5/12)												
BUY#41 SAT/1200N-700P NOV3 30S \$2,750.00												
OFFER: TUE/500A-530A NOV6(2/WK) 30S \$625.00 PLS ADVISE.												
& TUE/530A-600A NOV6 30S \$925.00												
& TUE/600A-700A NOV6 30S \$1,875.00												
& TUE/700A-900A NOV6 30S \$2,000.00												
CMT: NO RUNS DUE TO SPORTS RUN OVER. WE CAN OFFER												

NOV/12 149385.00 CONTRACT TOTAL 149385.00

TOTAL SPOTS 101

MARKET TOTALS \$309,100 WFTV 35% WKMG 19% WESH 25% WOFL 16% WKCF 1% WRBW 2% CABL 0%

WOPX 0% WRDQ 2% EFTV 0%

SVC- NSI DEMOS- RA35+*

MOD CODE A-ADD B-BUY TYPE C-CANCELLED DE-DELETE E-EFF DATES L-LENGTH M-MAKEGOOD N-PROGRAM NAME

P-CLASS, PLAN, SECT Q-PAID PGM R-RATE S-SPOTS PER WEEK T-TIME X-LATE Y-DAYS Z-COMMENTS *-MULTIPLE